



ORANGE UNIFIED SCHOOL DISTRICT

726 West Collins Avenue

Orange, CA 92867

(714) 628-4440

July 8, 2011

SUBJECT: Interschola

It is my pleasure to share my experiences working with Interschola. On September 10, 2009, the Orange Unified School District Board of Education authorized the District to enter into a contract with Interschola Trading Co., LLC dba Interschola for sale of surplus equipment in an online auction environment, using eBay as a primary sales channel.

At first glance, Interschola's fees seemed a bit on the high side but when their services were factored in (inventory, write item descriptions, take photos, recommend start price/lot strategies, create auction listings, communicate with prospective bidders, manage on-site inspections with prospective bidders, handle all aspects of auction close/payment processing, coordinate shipping and/or pick-up with buyers) and the exposure to millions of potential buyers 24 hours a day / 7 days a week -- the result for Orange Unified School District was more funds returned to the District than using previous selling methods. The transparency of the eBay platform which allows staff to monitor the bidding process and the fact that it is easily accessible to the public is also very appealing.

Due to various factors, it is difficult to compare annual surplus activity. However, based on the results, it is apparent that utilizing the services of Interschola has been a great success. Additionally, we have a wonderful working relationship with our Interschola representative, Doug Cornelson. Due to all of these factors, the impact on District staff has been minimized and the value of surplus sold maximized.

Sincerely,

A handwritten signature in blue ink that reads "Lori Davis". The signature is fluid and cursive.

Lori Davis, CPPB
Director of Support Services